

Message Text

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ACTION EB-07

INFO OCT-01 EUR-12 ISO-00 DODE-00 NRC-05 NSAE-00 TRSE-00

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AMCONSUL MUNICH

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E.O. 11652: N/A

TAGS: EGEN, EIND, GW, UK

SUBJECT: UNIVERSITY OF MUNICH COMPUTER PROCUREMENT

1. REPRESENTATIVES OF CONTROL DATA CORPORATION (CDC) CALLED ON ECON/COMM MINISTER TO REPORT THAT BRITISH GOVERNMENT APPARENTLY PUTTING PRESSURE ON FRG MINISTRY OF RESEARCH AND TECHNOLOGY TO INFLUENCE DECISION OF BAVARIAN ACADEMY OF SCIENCES ON SELECTION OF TWO LARGE COMPUTERS TO BE INSTALLED AT THE UNIVERSITY OF MUNICH. AS RELATED BY THE CDC OFFICIALS, THE CDC COMPUTER WAS SELECTED BY THE ACADEMY AFTER EXTENSIVE TESTING IN COMPETITION WITH IBM, SIEMENS AND ICL MODELS. CDC WAS INFORMED BY THE ACADEMY THAT THE CDC MODEL WAS TECHNICALLY SUPERIOR TO THE COMPETITION, AND WAS IDEAL FOR THE PLANNED INSTALLATION. AS THE PROCUREMENT PROJECT IS TO BE FUNDED 85 PER CENT BY THE FEDERAL GOVERNMENT, IT IS THUS NECESSARY TO OBTAIN MINISTRY OF RESEARCH AND TECHNOLOGY CONCURRENCE IN THE SELECTION.

2. THE CDC OFFICIALS STATED THAT THEY HAD RECENTLY BEEN TOLD BY THE ACADEMY THAT THE LATTER HAD BEEN INSTRUCTED TO RUN NEW EVALUATION TESTING AND TO REEXAMINE THE QUALITIES OF THE ICL COMPETING MODEL.

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ACADEMY OFFICIALS AGAIN TOLD CDC THAT IN THEIR VIEW

THERE WAS NO COMPETITION BETWEEN THE MODELS AS THE CDC WAS SO FAR SUPERIOR TO THAT OF ICL, AND THAT IT WAS THEIR VIEW THAT THE BRITISH GOVERNMENT HAD INTERVENED IN THE MATTER USING "BUY EUROPEAN" ARGUMENTS. CDC HOPED WE COULD BRING UP THE MATTER WITH THE USG TO URGE THAT DECISION BE MADE PURELY ON ECONOMIC AND TECHNICAL GROUNDS.

3. AS THE PROCUREMENT REPRESENTS A POTENTIAL SALE WORTH SOME \$12,000,000 TO CDC THERE IS UNDERSTANDABLE CONCERN THAT POLITICAL FACTORS NOT BE BROUGHT TO BEAR ON THE SELECTION DECISION. CDC OFFICIALS SAID THAT FRG FUNDING FOR THE PROJECT IS ASSURED, BUT THAT A DECISION MUST BE MADE BEFORE THE END OF OCTOBER, OTHERWISE FEDERAL FUNDING WILL LAPSE. CDC OFFICIALS ALSO POINTED OUT, ALTHOUGH NOT IN DETAIL, THAT THEIR MODEL IS NOT ONLY SUPERIOR TECHNICALLY TO ICL'S, BUT IS ALSO COMMERCIALY COMPETITIVE IN PRICE.

4. WE PROPOSE TO DISCUSS THIS MATTER WITH THE FRG MINISTRIES INVOLVED, AND URGE THAT US FIRM'S OFFER NOT BE REJECTED AS A RESULT OF PRESSURES UNRELATED TO THE OBJECTIVE FACTORS.

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